AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT

1. CONTRACT ID CODE
PAGE OF PAGES: 1 2

2. AMENDMENT/MODIFICATION NO.: Supplemental Agreement "3"
3. EFFECTIVE DATE: 7/1/98
4. REQUISITION/PURCHASE REQ. NO.
5. PROJECT NO. *(If applicable)*

6. ISSUED BY CODE
Contracting (905C), VA Denver Distribution Center
PO Box 25166
Denver, CO 80225

7. ADMINISTERED BY *(If other than Item 6)* CODE

8. NAME AND ADDRESS OF CONTRACTOR *(No., street, county, State and ZIP Code)*
Starkey Labs
6700 Washington Avenue
Eden Prairie, MN 55344

(✓) 9A. AMENDMENT OF SOLICITATION NO.

9B. DATE *(SEE ITEM 11)*

X 10A. MODIFICATION OF CONTRACT/ORDER NO.
V791P-0159

10B. DATED *(SEE ITEM 13)*
2/1/98

CODE FACILITY CODE

11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS

☐ The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers ☐ is extended, ☐ is not extended.

Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods:

(a) By completing Items 8 and 15, and returning _______ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to this amendment, and is received prior to the opening hour and date specified.

12. ACCOUNTING AND APPROPRIATION DATA *(If required)*
36X4537

13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACT/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.

(✓)	
	A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: *(Specify authority)* THE CHANGES SET FORTH IN ITEM 14 ARE MDE IN THE CONTRACT ORDER NO. IN ITEM 10A.
	B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES *(such as changes in paying offices, appropriation date, etc.)* SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).
X	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF: FAR 52.212-4(c)
	D. OTHER *(Specify type of modification and authority)*

E. IMPORTANT: Contractor ☐ is not, ☒ is required to sign this document and return one copies to the issuing office.

14. DESCRIPTION OF AMENDMENT/MODIFICATION *(Organized by UCF section heading, including solicitation/contract subject matter where feasible.)*

Modify the above-mentioned contract to reflect the following changes:

Items noted on page two are addded to this contract.

Contractor's Statement of Release: In consideration of the modification agreed to herein, the Contractor hereby releases the Government from any and all liability under this contract for further equitable adjustments attributable to such facts or circumstances giving rise to the change.

Except as provided herein, all terms and conditions of this document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.

15A. NAME AND TITLE OF SIGNER *(Type or print)*
K. L. HANDBERG Div Mgr

16A. NAME AND TITLE OF CONTRACTING OFFICER *(Type or print)*
GAIL A HIXON, Contracting Officer

15B. CONTRACTOR/OFFEROR
[signature]
(Signature of person authorized to sign)

15C. DATE SIGNED
6-24-98

16B. UNITED STATES OF AMERICA
BY [signature]
(Signature of Contracting Officer)

16C. DATE SIGNED
6-24-98

Supplemental Agreement "3"
Contract No. V791P-0159

Effective Date: July 1, 1998
Page 2 of 2

14. Description of Modification (cont.)

The following items are **added** to the above-mentioned contract.

HEARING AID OPTIONS/COMPONENTS.

1) KAMP PROGRAMMABLE. 53.5% discount from $269.99, net price of $125.00. Available on the following model: CE 9, CE L9, CE H9, SA C9, SA S9.

2) KAMP PROGRAMMABLE. 55.8% discount from $169.99, net price of $75.00. Available on the following model: SA T9.

3) CUSTOM SEQUEL MULTI-MEMORY. 60% discount from $100.00, net price of $40.00. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

4) SEQUEL MULTI-CHANNEL PROGRAMMABLE. Net price of $65.00. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA D9, SA T9.

5) SEQUEL MULTI-MEMORY MULTI-CHANNEL. Net price of $105.00. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

03/27/98 17:33 FAX 6128286974 STARKEY GOVNT 002

03/27/98 13:30 303 914 5159 VADDC DEN. CO. 002/002

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT

1. CONTRACT ID CODE | PAGE OF PAGES 1 1

2. AMENDMENT/MODIFICATION NO. Supplemental Agreement "2"

3. EFFECTIVE DATE 5/1/98

4. REQUISITION/PURCHASE REQ. NO.

5. PROJECT NO. *(If applicable)*

6. ISSUED BY CODE
Contracting (905C), VA Denver Distribution Center
PO Box 25166
Denver, CO 80225

7. ADMINISTERED BY *(If other than Item 6)* CODE

8. NAME AND ADDRESS OF CONTRACTOR *(No., street, county, State and ZIP Code)*
Starkey Labs
6700 Washington Avenue
Eden Prairie, MN 55344

(✓) 9A. AMENDMENT OF SOLICITATION NO.

9B. DATE *(SEE ITEM 11)*

X 10A. MODIFICATION OF CONTRACT/ORDER NO. V791P-0159

10B. DATED *(SEE ITEM 13)* 2/1/98

CODE | FACILITY CODE

11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS

☐ The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers ☐ is extended, ☐ is not extended.

Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods: (a) By completing Items 8 and 15, and returning _______ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to this amendment, and is received prior to the opening hour and date specified.

12. ACCOUNTING AND APPROPRIATION DATA *(If required)*
36X4537

13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACT/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.

(✓)	
	A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: *(Specify authority)* THE CHANGES SET FORTH IN ITEM 14 ARE MDE IN THE CONTRACT ORDER NO. IN ITEM 10A.
	B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES *(such as changes in paying offices, appropriation date, etc.)* SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).
X	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF: FAR 52.212-4 (c) Contract Terms and Conditions -- Commercial Items (Changes)
	D. OTHER *(Specify type of modification and authority)*

E. IMPORTANT: Contractor ☐ is not, ☒ is required to sign this document and return one copies to the issuing office.

14. DESCRIPTION OF AMENDMENT/MODIFICATION *(Organized by UCF section heading, including solicitation/contract subject matter where feasible.)*

Modify the above mentioned contract to reflect the following change:

As of the effective date, DDC will be placing orders for Walter Reed Army Medica Center, under this contract. Include the following address to Attachment D. Walter Reed Army Medical Center, Attn: Audiology Department; Bldg 2, Room 6A72, Washington, DC 20307-5001. All ordering and payment requirements for VA and DDC will apply to these orders.

All other terms and conditions remain the same.

Contractor's Statement of Release: In consideration of the modification agreed to herein, the Contractor hereby releases the Government from any and all liability under this contract for further equitable adjustments attributable to such facts or circumstances giving rise to the change.

Except as provided herein, all terms and conditions of this document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.

15A. NAME AND TITLE OF SIGNER *(Type or print)*
E. L. Handberg Div Mgr.

16A. NAME AND TITLE OF CONTRACTING OFFICER *(Type or print)*
GAIL A. HIXON, Contracting Officer

15B. CONTRACTOR/OFFEROR
[signature]
(Signature of person authorized to sign)

15C. DATE SIGNED 3/27/98

16B. UNITED STATES OF AMERICA
BY [signature]
(Signature of Contracting Officer)

16C DATE SIGNED 3-30-98

03/20/98 17:32 FAX 6128286974 STARKEY GOVNT 002

02/04/98 11:41 ☎30 914 5159 VADDC DEN. CO. 002/002

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT

1. CONTRACT ID CODE		PAGE OF PAGES 1 / 1	
2. AMENDMENT/MODIFICATION NO. Supplemental Agreement "1"	3. EFFECTIVE DATE 2/4/98	4. REQUISITION/PURCHASE REQ. NO.	5. PROJECT NO. *(If applicable)*
6. ISSUED BY CODE		7. ADMINISTERED BY *(If other than Item 6)* CODE	

Contracting (905C), VA Denver Distribution Center
PO Box 25166
Denver, CO 80225

8. NAME AND ADDRESS OF CONTRACTOR *(No., street, county, State and ZIP Code)*

STARKEY LABS
6700 WASHINGTON AVENUE
EDEN PRAIRIE, MN 55344

CODE | FACILITY CODE

(✓) 9A. AMENDMENT OF SOLICITATION NO.

9B. DATE *(SEE ITEM 11)*

X 10A. MODIFICATION OF CONTRACT/ORDER NO.
V791P-0159

10B. DATED *(SEE ITEM 13)*
2/1/98

11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS

☐ The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers ☐ is extended, ☐ is not extended.

Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods: (a) By completing Items 8 and 15, and returning _______ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to this amendment, and is received prior to the opening hour and date specified.

12. ACCOUNTING AND APPROPRIATION DATA *(If required)*
36X4537

13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACT/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.

(✓)	
	A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: *(Specify authority)* THE CHANGES SET FORTH IN ITEM 14 ARE MDE IN THE CONTRACT ORDER NO. IN ITEM 10A.
	B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES *(such as changes in paying offices, appropriation date, etc.)* SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).
X	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF: FAR 52.243-1, CHANGES
	D. OTHER *(Specify type of modification and authority)*

E. IMPORTANT: Contractor ☐ is not, ☒ is required to sign this document and return ONE copies to the issuing office.

14. DESCRIPTION OF AMENDMENT/MODIFICATION *(Organized by UCF section heading, including solicitation/contract subject matter where feasible.)*

MODIFY THE ABOVE MENTIONED CONTRACT TO REFLECT THE FOLLOWING CHANGE:

ALL INVOICES SHOULD INCLUDE THE TYPE OF HEARING AID BATTERY.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.

CONTRACTOR'S STATEMENT OF RELEASE: In consideration of the modification agreed to herein, the Contractor hereby releases the Government from any and all liability under this contract for further equitable adjustments attributable to such facts or circumstances giving rise to the change.

Except as provided herein, all terms and conditions of this document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.

15A. NAME AND TITLE OF SIGNER *(Type or print)*		16A. NAME AND TITLE OF CONTRACTING OFFICER *(Type or print)* GAIL A HIXON, Contracting Officer	
15B. CONTRACTOR/OFFEROR *(Signature of person authorized to sign)*	15C. DATE SIGNED 3/17/98	16B. UNITED STATES OF AMERICA BY *(Signature of Contracting Officer)*	16C DATE SIGNED 3-22-98

lieu of **STANDARD FORM 30**

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABS
V791P-0159
02-01-98 THRU 12-31-99

MODEL	TYPE	CONTRACT PRICE
CE 9	FULL SHELL	150.49

CHARGE OPTIONS AVAILABLE ON THE CE 9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT PRICE
ACTIVE HIGH CUT	AHC	13.59
ACTIVE LOW CUT	ALC	13.59
ACTIVE LOW CUT POT/SWITCH	TPD	33.99
ACTIVE LOW CUT SWITCH	TPS	16.99
ACTIVE OUTPUT LIMITER	ALP	13.59
AUDIO INPUT SWITCH	AIS	10.19
BICROS	BICROS	61.19
BICROS DELUXE	DBICROS	95.19
CANAL RESONANCE RESPONSE II AMPLIFIER	CRR	13.59
COMPRESSION SWITCH	CS	16.99
CROS	CROS	54.39
CROSSOVER FREQ. CONTROL	CF	13.59
DIRECT AUDIO INPUT	DAI	27.19
DISCOVERY II CANAL RESONANCE RESPONSE	DCR	47.59
DISCOVERY II MULTIMATRIX RESPONSE	DMM	47.59
FEEDBACK REDUCTION CIRCUIT	FRC	13.59
FREE FIELD	FF	40.79
GAIN CONTROL	GAIN	10.19
GAIN SWITCH	GS	13.59
HIGH CUT SWITCH	HFS	13.59
HIGH DEFINITION II POWER AMPLIFIER	HDC	33.99
HOLLOW FLEX SHELL	HFSHEL	33.99
HYPOALLERGENIC ULTRA SHELL	USP	10.19
KAMP 16	K16	95.19
KAMP FIXED FLAT RESPONSE	FFR	13.59
KAMP II	KII	81.59
MASKER POWER AMPLIFIER	MPA	13.59
MULTI CROS	MCROS	67.99
OUTPUT LIMITING SWITCH	LPS	13.59
POWER CROS	PX	67.99
POWER CROS BONE HEADBAND	PCROS/BO	81.59
PROBE TUBE VENT	PV	13.59
RECEIVER CROS	RX	54.39
RESONANT PEAK CONTROL (CLH)	RPC	13.59
S AMP II INPUT COMPRESSION CLASS D	SII	54.39
SCREW SET VOLUME CONTROL	SSVC	13.59
SEPARATE ON-OFF SWITCH	SOF	13.59
SEQUEL ADAPTIVE GAIN PROCESSOR	AGP	97.99
SEQUEL DUAL STAGE COMPRESSION CRR RESPONSE	SEQ	97.99
SEQUEL DUAL STAGE MULTIMATRIX	SMM	97.99
SEQUEL FULL DYNAMIC RANGE COMPRESSION	FDR	97.99
SEQUEL HIGH LEVEL COMPRESSION	HLC	97.99
SOFT FLEX CANAL	SFC	20.39
STARCOIL WITH SWITCH (POWER COIL)	STC	16.99

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABS
V791P-0159
02-01-98 THRU 12-31-99

MODEL	TYPE	CONTRACT PRICE
CE 9	FULL SHELL	150.49

CHARGE OPTIONS AVAILABLE ON THE CE 9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT PRICE
STARKEY SOFT COTE	SSF	13.59
SYNERGY HIGH FREQUENCY	SHF	82.79
SYNERGY II (2 CHANNEL CLASS D LEVEL/DEPENDENT WDRC)	SY2	115.59
SYNERGY TILL (CLASS D LEVEL/DEPENDENT WDRC)	SYN	81.59
THRESHOLD KNEEPOINT POT	TK POT	13.59
TINNITUS MASKER	TM	48.29
TINNITUS MASKER/COMPRESSION HEARING AID	TMC	48.29
TINNITUS MASKER/LINEAR HEARING AID	TML	82.45
USER TUNEABLE MASK FILTER	UTM	33.99
VARIABLE COMPRESSION CONTROL (KAMP)	VCP	10.19
VARIABLE HIGH CUT	VHC	10.19
VARIABLE LOW CUT	VLC	10.19
VARIABLE OUTPUT LIMITER	LP	10.19

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABS
V791P-0159
02-01-98 THRU 12-31-99

MODEL	TYPE	CONTRACT PRICE
CE L9	LOW PROFILE	163.49

CHARGE OPTIONS AVAILABLE ON THE CE L9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT PRICE
ACTIVE HIGH CUT	AHC	13.59
ACTIVE LOW CUT	ALC	13.59
ACTIVE LOW CUT POT/SWITCH	TPD	33.99
ACTIVE LOW CUT SWITCH	TPS	16.99
ACTIVE OUTPUT LIMITER	ALP	13.59
AUDIO INPUT SWITCH	AIS	10.19
BICROS	BICROS	61.19
BICROS DELUXE	DBICROS	95.19
CANAL RESONANCE RESPONSE II AMPLIFIER	CRR	13.59
COMPRESSION SWITCH	CS	16.99
CROS	CROS	54.39
CROSSOVER FREQ. CONTROL	CF	13.59
DIRECT AUDIO INPUT	DAI	27.19
DISCOVERY II MULTIMATRIX RESPONSE	DMM	47.59
FEEDBACK REDUCTION CIRCUIT	FRC	13.59
FREE FIELD	FF	40.79
GAIN CONTROL	GAIN	10.19
GAIN SWITCH	GS	13.59
HIGH CUT SWITCH	HFS	13.59
HIGH DEFINITION II POWER AMPLIFIER	HDC	33.99
HOLLOW FLEX SHELL	HFSHEL	33.99
HYPOALLERGENIC ULTRA SHELL	USP	10.19
KAMP 16	K16	95.19
KAMP FIXED FLAT RESPONSE	FFR	13.59
KAMP II	KII	81.59
MASKER POWER AMPLIFIER	MPA	13.59
MULTI CROS	MCROS	67.99
OUTPUT LIMITING SWITCH	LPS	13.59
POWER CROS	PX	67.99
POWER CROS BONE HEADBAND	PCROS/BO	81.59
PROBE TUBE VENT	PV	13.59
RECEIVER CROS	RX	54.39
RESONANT PEAK CONTROL (CLH)	RPC	13.59
S AMP II INPUT COMPRESSION CLASS D	SII	54.39
SCREW SET VOLUME CONTROL	SSVC	13.59
SEPARATE ON-OFF SWITCH	SOF	13.59
SEQUEL ADAPTIVE GAIN PROCESSOR	AGP	97.99
SEQUEL DUAL STAGE COMPRESSION CRR RESPONSE	SEQ	97.99
SEQUEL DUAL STAGE MULTIMATRIX	SMM	97.99
SEQUEL FULL DYNAMIC RANGE COMPRESSION	FDR	97.99
SEQUEL HIGH LEVEL COMPRESSION	HLC	97.99
SOFT FLEX CANAL	SFC	20.39
STARCOIL WITH SWITCH (POWER COIL)	STC	16.99
STARKEY SOFT COTE	SSF	13.59

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABS
V791P-0159
02-01-98 THRU 12-31-99

MODEL	TYPE	CONTRACT PRICE
CE L9	LOW PROFILE	163.49

CHARGE OPTIONS AVAILABLE ON THE CE L9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT PRICE
SYNERGY HIGH FREQUENCY	SHF	82.79
SYNERGY II (2 CHANNEL CLASS D LEVEL/DEPENDENT WDRC)	SY2	115.59
SYNERGY TILL (CLASS D LEVEL/DEPENDENT WDRC)	SYN	81.59
THRESHOLD KNEEPOINT POT	TK POT	13.59
TINNITUS MASKER	TM	48.29
TINNITUS MASKER/COMPRESSION HEARING AID	TMC	48.29
TINNITUS MASKER/LINEAR HEARING AID	TML	82.45
USER TUNEABLE MASK FILTER	UTM	33.99
VARIABLE COMPRESSION CONTROL (KAMP)	VCP	10.19
VARIABLE HIGH CUT	VHC	10.19
VARIABLE LOW CUT	VLC	10.19
VARIABLE OUTPUT LIMITER	LP	10.19

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABS
V791P-0159
02-01-98 THRU 12-31-99

MODEL	TYPE	CONTRACT PRICE
CE H9	HALF SHELL	198.98

CHARGE OPTIONS AVAILABLE ON THE CE H9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT PRICE
ACTIVE HIGH CUT	AHC	13.59
ACTIVE LOW CUT	ALC	13.59
ACTIVE LOW CUT POT/SWITCH	TPD	33.99
ACTIVE LOW CUT SWITCH	TPS	16.99
ACTIVE OUTPUT LIMITER	ALP	13.59
CANAL RESONANCE RESPONSE II AMPLIFIER	CRR	13.59
COMPRESSION SWITCH	CS	16.99
CROSSOVER FREQ. CONTROL	CF	13.59
DISCOVERY	DSC	33.99
FEEDBACK REDUCTION CIRCUIT	FRC	13.59
GAIN CONTROL	GAIN	10.19
GAIN SWITCH	GS	13.59
HIGH CUT SWITCH	HFS	13.59
HIGH DEFINITION II POWER AMPLIFIER	HDC	33.99
HOLLOW FLEX SHELL	HFSHEL	33.99
HYPOALLERGENIC ULTRA SHELL	USP	10.19
KAMP 16	K16	95.19
KAMP FIXED FLAT RESPONSE	FFR	13.59
KAMP II	KII	81.59
MASKER POWER AMPLIFIER	MPA	13.59
OUTPUT LIMITING SWITCH	LPS	13.59
PROBE TUBE VENT	PV	13.59
RESONANT PEAK CONTROL (CLH)	RPC	13.59
S AMP II INPUT COMPRESSION CLASS D	SII	54.39
SCREW SET VOLUME CONTROL	SSVC	13.59
SEPARATE ON-OFF SWITCH	SOF	13.59
SEQUEL ADAPTIVE GAIN PROCESSOR	AGP	97.99
SEQUEL DUAL STAGE COMPRESSION CRR RESPONSE	SEQ	97.99
SEQUEL DUAL STAGE MULTIMATRIX	SMM	97.99
SEQUEL FULL DYNAMIC RANGE COMPRESSION	FDR	97.99
SEQUEL HIGH LEVEL COMPRESSION	HLC	97.99
SOFT FLEX CANAL	SFC	20.39
STARCOIL WITH SWITCH (POWER COIL)	STC	16.99
STARKEY SOFT COTE	SSF	13.59
SYNERGY HIGH FREQUENCY	SHF	82.79
SYNERGY II (2 CHANNEL CLASS D LEVEL/DEPENDENT WDRC)	SY2	115.59
SYNERGY TILL (CLASS D LEVEL/DEPENDENT WDRC)	SYN	81.59
THRESHOLD KNEEPOINT POT	TK POT	13.59
TINNITUS MASKER	TM	48.29
USER TUNEABLE MASK FILTER	UTM	33.99
VARIABLE COMPRESSION CONTROL (KAMP)	VCP	10.19
VARIABLE HIGH CUT	VHC	10.19
VARIABLE LOW CUT	VLC	10.19
VARIABLE OUTPUT LIMITER	LP	10.19

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABS
V791P-0159
02-01-98 THRU 12-31-99

MODEL	TYPE	CONTRACT PRICE
SA C9	CANAL	232.49

CHARGE OPTIONS AVAILABLE ON THE SA C9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT PRICE
ACTIVE HIGH CUT	AHC	13.59
ACTIVE LOW CUT	ALC	13.59
ACTIVE LOW CUT POT/SWITCH	TPD	33.99
ACTIVE LOW CUT SWITCH	TPS	16.99
ACTIVE OUTPUT LIMITER	ALP	13.59
CANAL RESONANCE RESPONSE II AMPLIFIER	CRR	13.59
COMPRESSION SWITCH	CS	16.99
CROSSOVER FREQ. CONTROL	CF	13.59
DISCOVERY	DSC	33.99
FEEDBACK REDUCTION CIRCUIT	FRC	13.59
GAIN CONTROL	GAIN	10.19
GAIN SWITCH	GS	13.59
HIGH CUT SWITCH	HFS	13.59
HIGH DEFINITION II POWER AMPLIFIER	HDC	33.99
HOLLOW FLEX SHELL	HFSHEL	33.99
HYPOALLERGENIC ULTRA SHELL	USP	10.19
KAMP 16	K16	95.19
KAMP FIXED FLAT RESPONSE	FFR	13.59
KAMP II	KII	81.59
MASKER POWER AMPLIFIER	MPA	13.59
OUTPUT LIMITING SWITCH	LPS	13.59
PROBE TUBE VENT	PV	13.59
RESONANT PEAK CONTROL (CLH)	RPC	13.59
S AMP II INPUT COMPRESSION CLASS D	SII	54.39
SCREW SET VOLUME CONTROL	SSVC	13.59
SEPARATE ON-OFF SWITCH	SOF	13.59
SEQUEL ADAPTIVE GAIN PROCESSOR	AGP	97.99
SEQUEL DUAL STAGE COMPRESSION CRR RESPONSE	SEQ	97.99
SEQUEL DUAL STAGE MULTIMATRIX	SMM	97.99
SEQUEL FULL DYNAMIC RANGE COMPRESSION	FDR	97.99
SEQUEL HIGH LEVEL COMPRESSION	HLC	97.99
SOFT FLEX CANAL	SFC	20.39
STARCOIL WITH SWITCH (POWER COIL)	STC	16.99
STARKEY SOFT COTE	SSF	13.59
SYNERGY HIGH FREQUENCY	SHF	82.79
SYNERGY II (2 CHANNEL CLASS D LEVEL/DEPENDENT WDRC)	SY2	115.59
SYNERGY TILL (CLASS D LEVEL/DEPENDENT WDRC)	SYN	81.59
THRESHOLD KNEEPOINT POT	TK POT	13.59
TINNITUS MASKER	TM	48.29
USER TUNEABLE MASK FILTER	UTM	33.99
VARIABLE COMPRESSION CONTROL (KAMP)	VCP	10.19
VARIABLE HIGH CUT	VHC	10.19
VARIABLE LOW CUT	VLC	10.19
VARIABLE OUTPUT LIMITER	LP	10.19

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABS
V791P-0159
02-01-98 THRU 12-31-99

MODEL	TYPE	CONTRACT PRICE
SA S9	SECRET EAR	268.49

CHARGE OPTIONS AVAILABLE ON THE SA S9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRACT PRICE
ACTIVE HIGH CUT	AHC	13.59
ACTIVE LOW CUT	ALC	13.59
ACTIVE LOW CUT SWITCH	TPS	16.99
ACTIVE OUTPUT LIMITER	ALP	13.59
CANAL RESONANCE RESPONSE II AMPLIFIER	CRR	13.59
CLASS D COMPRESSION	TCD	33.99
COMPRESSION SWITCH	CS	16.99
CROSSOVER FREQ. CONTROL	CF	13.59
FEEDBACK REDUCTION CIRCUIT	FRC	13.59
GAIN CONTROL	GAIN	10.19
GAIN SWITCH	GS	13.59
HIGH CUT SWITCH	HFS	13.59
HIGH DEFINITION II POWER AMPLIFIER	HDC	33.99
HOLLOW FLEX SHELL	HFSHEL	33.99
HYPOALLERGENIC ULTRA SHELL	USP	10.19
KAMP 16	K16	95.19
KAMP FIXED FLAT RESPONSE	FFR	13.59
KAMP II	KII	81.59
MASKER POWER AMPLIFIER	MPA	13.59
OUTPUT LIMITING SWITCH	LPS	13.59
PROBE TUBE VENT	PV	13.59
RESONANT PEAK CONTROL (CLH)	RPC	13.59
S AMP II INPUT COMPRESSION CLASS D	SII	54.39
SCREW SET VOLUME CONTROL	SSVC	13.59
SEPARATE ON-OFF SWITCH	SOF	13.59
SEQUEL ADAPTIVE GAIN PROCESSOR	AGP	97.99
SEQUEL DUAL STAGE COMPRESSION CRR RESPONSE	SEQ	97.99
SEQUEL DUAL STAGE MULTIMATRIX	SMM	97.99
SEQUEL FULL DYNAMIC RANGE COMPRESSION	FDR	97.99
SEQUEL HIGH LEVEL COMPRESSION	HLC	97.99
SOFT FLEX CANAL	SFC	20.39
STARCOIL WITH SWITCH (POWER COIL)	STC	16.99
STARKEY SOFT COTE	SSF	13.59
SYNERGY HIGH FREQUENCY	SHF	82.79
SYNERGY II (2 CHANNEL CLASS D LEVEL/DEPENDENT WDRC)	SY2	115.59
SYNERGY TILL (CLASS D LEVEL/DEPENDENT WDRC)	SYN	81.59
THRESHOLD KNEEPOINT POT	TK POT	13.59
TINNITUS MASKER	TM	48.29
USER TUNEABLE MASK FILTER	UTM	33.99
VARIABLE COMPRESSION CONTROL (KAMP)	VCP	10.19
VARIABLE HIGH CUT	VHC	10.19
VARIABLE LOW CUT	VLC	10.19
VARIABLE OUTPUT LIMITER	LP	10.19

VA DENVER DISTRIBUTION CENTER
CUSTOM HEARING AIDS ON CONTRACT
STARKEY LABS
V791P-0159
02-01-98 THRU 12-31-99

MODEL	TYPE	CONTRACT PRICE
SA T9	CIC	349.99

CHARGE OPTIONS AVAILABLE ON THE SA T9 MODEL

VENDOR COMPONENT NAME	DDC ORDER CODE	CONTRCT PRICE
CROSSOVER FREQ. CONTROL	CF	13.59
CUSTOM POWER TYMPANETTE	CPT	54.39
HOLLOW FLEX SHELL	HFSHEL	33.99
HYPOALLERGENIC ULTRA SHELL	USP	10.19
KAMP (HIGH KNEEPOINT)	KAT	81.59
KAMP 16	K16	95.19
KAMP CLASSIC	KAC	81.59
PROBE TUBE VENT	PV	13.59
SEQUEL ADAPTIVE GAIN PROCESSOR	AGP	97.99
SEQUEL DUAL STAGE COMPRESSION	SEQ	97.99
SEQUEL DUAL STAGE MULTIMATRIX	SMM	97.99
SEQUEL FULL DYNAMIC RANGE COMPRESSION	FDR	97.99
SOFT FLEX CANAL	SFC	20.39
STARKEY SOFT COTE	SSF	13.59
SYNERGY HIGH FREQUENCY	SHF	82.79
SYNERGY II (2 CHANNEL CLASS D LEVEL/DEPENDENT WDRC)	SY2	115.59
SYNERGY TILL TYMPANETTE (CLASS D LEVEL/DEPENDENT WDRC)	SYT	67.99
TYMPANETTE COMPRESSION CLASS D	TCD	33.99

AWARD/CONTRACT

1. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 350)

RATING

PAGE 1 OF 8 PAGES

2. CONTRACT (Proc. Inst. Ident.) NO: 1P-0159

3. EFFECTIVE DATE: FEBRUARY 1, 1998

4. REQUISITION/PURCHASE REQUEST PROJECT NO.

5. ISSUED BY CODE

CONTRACTING (905C)
VA DENVER DISTRIBUTION CENTER
PO BOX 25166
DENVER, COLORADO 80225-0166

6. ADMINISTERED BY (If other than Item 5) CODE

(SAME AS BLOCK 5)

7. NAME AND ADDRESS OF CONTRACTOR (No., street, city, county, State and ZIP Code)

STARKEY LABS
6700 WASHINGTON AVENUE
EDEN PRAIRIE, MN 55344

CODE

FACILITY CODE

8. DELIVERY

☐ FOB ORIGIN ☒ OTHER (See below)

9. DISCOUNT FOR PROMPT PAYMENT

NET 30 DAYS

10. SUBMIT INVOICES (4 copies unless otherwise specified) To THE ADDRESS SHOWN IN: ITEM 14

11. SHIP TO/MARK FOR CODE

(SEE BLOCK 14)

12. PAYMENT WILL BE MADE BY CODE

(SEE BLOCK 14)

13. AUTHORITY FOR USING OTHER THAN FULL AND OPEN COMPETITION:

☐ 10 U.S.C. 2304(c)( ) ☐ 41 U.S.C. 253(c)( )

14. ACCOUNTING AND APPROPRIATION DATA

TO BE SHOWN ON INDIVIDUAL ORDERS ISSUED UNDER THIS CONTRACT.

15A. ITEM NO.	15B. SUPPLIES/SERVICES	15C. QUANTITY	15D. UNIT	15E. UNIT PRICE	15F. AMOUNT
	CUSTOM IN-THE-EAR HEARING AIDS CONTRACT PERIOD: FEBRUARY 1, 1998 THROUGH DECEMBER 31, 1999				
				15G. TOTAL AMOUNT OF CONTRACT	$ 26,000,000

16. TABLE OF CONTENTS

(✓)	SEC.	DESCRIPTION	PAGE(S)	(✓)	SEC.	DESCRIPTION	PAGE(S)
		PART I - THE SCHEDULE				PART II - CONTRACT CLAUSES	
	A	SOLICITATION/CONTRACT FORM			I	CONTRACT CLAUSES	
	B	SUPPLIES OR SERVICES AND PRICES/COSTS				PART III - LIST OF DOCUMENTS, EXHIBITS AND OTHER ATTACH.	
	C	DESCRIPTION/SPECS./WORK STATEMENT			J	LIST OF ATTACHMENTS	
	D	PACKAGING AND MARKING				PART IV - REPRESENTATIONS AND INSTRUCTIONS	
	E	INSPECTION AND ACCEPTANCE			K	REPRESENTATIONS, CERTIFICATIONS AND OTHER STATEMENTS OF OFFERORS	
	F	DELIVERIES OR PERFORMANCE					
	G	CONTRACT ADMINISTRATION DATA			L	INSTRS., CONDS., AND NOTICES TO OFFERORS	
	H	SPECIAL CONTRACT REQUIREMENTS			M	EVALUATION FACTORS FOR AWARD	

CONTRACTING OFFICER WILL COMPLETE ITEM 17 OR 18 AS APPLICABLE

17. ☒ CONTRACTOR'S NEGOTIATED AGREEMENT *(Contractor is required to sign this document and return* ONE *copies to issuing office.)* Contractor agrees to furnish and deliver all items or perform all the services set forth or otherwise identified above and on any continuation sheets for the consideration stated herein. The rights and obligations of the parties to this contract shall be subject to and governed by the following documents: (a) this award/contract, (b) the solicitation, if any, and (c) such provisions, representations, certifications, and specifications, as are attached or incorporated by reference herein. *(Attachments are listed herein.)*

18. ☐ AWARD *(Contractor is not required to sign this document.)* Your offer on Solicitation Number ______ including the additions or changes made by you which additions or changes are set forth in full above, is hereby accepted as to the items listed above and on any continuation sheets. This award consummates the contract which consists of the following documents: (a) the Government's solicitation and your offer, and (b) this award/contract. No further contractual document is necessary.

19A. NAME AND TITLE OF SIGNER (Type or print)

20A. NAME OF CONTRACTING OFFICER

GAIL A. HIXON

Plf FOIA Resp 000713

19B. NAME OF CONTRACTOR

19C. DATE SIGNED

20B. UNITED STATES OF AMERICA

BY ______
(Signature of Contracting Officer)

20C. DATE SIGNED

JAN-23-98 14:08 FROM: ID: PAGE 1/1

AWARD/CONTRACT

1. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 350) | RATING | PAGE 1 OF 8 PAGES

Contract (Proc. Inst. Ident.) NO.: 91P-0159

3. EFFECTIVE DATE: FEBRUARY 1, 1998

4. REQUISITION/PURCHASE REQUEST/PROJECT NO.:

5. ISSUED BY — CODE:
CONTRACTING (905C)
DENVER DISTRIBUTION CENTER
BOX 25166
DENVER, COLORADO 80225-0166

6. ADMINISTERED BY (If other than Item 5) — CODE:
(SAME AS BLOCK 5)

7. NAME AND ADDRESS OF CONTRACTOR (No., street, city, county, State and ZIP Code)
STARKEY LABS
6700 WASHINGTON AVENUE
EDEN PRAIRIE, MN 55344

8. DELIVERY
☐ FOB ORIGIN ☒ OTHER (See below)

9. DISCOUNT FOR PROMPT PAYMENT
NET 30 DAYS

10. SUBMIT INVOICES (4 copies unless other-wise specified) TO THE ADDRESS SHOWN IN: ITEM 14

CODE | FACILITY CODE

11. SHIP TO/MARK FOR — CODE:
(SEE BLOCK 14)

12. PAYMENT WILL BE MADE BY — CODE:
(SEE BLOCK 14)

13. AUTHORITY FOR USING OTHER THAN FULL AND OPEN COMPETITION:
☐ 10 U.S.C. 2304(c)( ) ☐ 41 U.S.C. 253(c)( )

14. ACCOUNTING AND APPROPRIATION DATA
TO BE SHOWN ON INDIVIDUAL ORDERS ISSUED UNDER THIS CONTRACT.

15A. ITEM NO.	15B. SUPPLIES/SERVICES	15C. QUANTITY	15D. UNIT	15E. UNIT PRICE	15F. AMOUNT
	CUSTOM IN-THE-EAR HEARING AIDS				
	CONTRACT PERIOD: FEBRUARY 1, 1998 THROUGH DECEMBER 31, 1999				

15G. TOTAL AMOUNT OF CONTRACT: $26,000,000 ES

16. TABLE OF CONTENTS

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C	DESCRIPTION/SPECS./WORK STATEMENT		J	LIST OF ATTACHMENTS	
D	PACKAGING AND MARKING			PART IV – REPRESENTATIONS AND INSTRUCTIONS	
E	INSPECTION AND ACCEPTANCE		K	REPRESENTATIONS, CERTIFICATIONS AND OTHER STATEMENTS OF OFFERORS	
F	DELIVERIES OR PERFORMANCE		L	INSTRS., CONDS., AND NOTICES TO OFFERORS	
G	CONTRACT ADMINISTRATION DATA		M	EVALUATION FACTORS FOR AWARD	
H	SPECIAL CONTRACT REQUIREMENTS				

CONTRACTING OFFICER WILL COMPLETE ITEM 17 OR 18 AS APPLICABLE

17. ☒ CONTRACTOR'S NEGOTIATED AGREEMENT (Contractor is required to sign this document and return ONE copies to issuing office.) Contractor agrees to furnish and deliver all items or perform all the services set forth or otherwise identified above and on any continuation sheets for the consideration stated herein. The rights and obligations of the parties to this contract shall be subject to and governed by the following documents: (a) this award/contract, (b) the solicitation, if any, and (c) such provisions, representations, certifications, and specifications, as are attached or incorporated by reference herein. (Attachments are listed herein.)

18. ☐ AWARD (Contractor is not required to sign this document.) Your offer on Solicitation Number ______ including the additions or changes made by you which additions or changes are set forth in full above, is hereby accepted as to the items listed above and on any continuation sheets. This award consummates the contract which consists of the following documents: (a) the Government's solicitation and your offer, and (b) this award/contract. No further contractual document is necessary.

19A. NAME AND TITLE OF SIGNER (Type or print): K. HANDBERG DIV MGR

20A. NAME OF CONTRACTING OFFICER: GAIL A. HIXON

19B. NAME OF CONTRACTOR: [signature] (Signature of person authorized to sign)

19C. DATE SIGNED: 1-23-98

20B. UNITED STATES OF AMERICA BY [signature] (Signature of Contracting Officer)

20C. DATE SIGNED: 1-23-98

Starkey Labs
Contract V791P-0159

A. The Award/Contract consists of the following documents:

1. Offer made by Starkey Labs incorporated by reference, under solicitation RFP 791-01-98 issued July 17, 1997.

2. Best and Final Offer dated January 15, 1998.

3. Approval letter dated January 16, 1998, of contract models, options and pricing.

B. Pricing, discounts from the 1997 Complete Pricing and Policy Information, and net prices as shown:

1. HEARING AID MODELS:

CE 9. Net price of $150.49. (Price includes 30.6% discount from $179.99 (aid); 100% discount from $79.99 (Output Signal Processing Compression / Class D); and 27.2% discount from $34.99 (2nd year warranty).)

CE L9. Net price of $163.49. (Price includes 30.6% discount from $179.99 (aid); 35% discount from $19.99 (Low Profile); 100% discount from $79.99 (Output Signal Processing Compression / Class D): and 27.2% discount from $34.99 (2nd year warranty).)

CE L9. Net price of $163.49. (Price includes 30.6% discount from $179.99 (aid); 35% discount from $19.99 (Low Profile); 100% discount from $69.99 (Discovery II Canal Resonance Response); and 27.2% discount from $34.99 (2nd year warranty).)

CE H9. Net price of $198.98. (Price includes 30.6% discount from $179.99 (aid); 39.4% discount from $79.99 (Output Signal Processing Compression / Class D); and 27.2% discount from $34.99 (2nd year warranty).)

SA C9. Net price of $232.49. (Price includes 35.3% discount from $319.99 (aid); 100% discount from $79.99 (Output Signal Processing Compression / Class D); and 27.2% discount from $34.99 (2nd year warranty).)

SA S9. Net price of $268.49. (Price includes 35.3% discount from $319.99 (aid); 28% discount from $49.99 (Secret Ear); 100% discount from $79.99 (Output Signal Processing Compression / Class D): and 27.2% discount from $34.99 (2nd year warranty).)

SA T9. Net price of $349.99. (Price includes 61.8% discount from $849.00 (aid); and 27.2% discount from $34.99 (2nd year warranty).)

2. HEARING AID OPTIONS/COMPONENTS:

SEQUEL ADAPTIVE GAIN PROCESSOR. Net price of $97.99. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

ACTIVE HIGH CUT. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

DIRECT AUDIO INPUT. 32% discount from $39.99, net price of $27.19. Available on the following models: CE 9, CE L9.

2. HEARING AID OPTIONS/COMPONENTS (cont.):

AUDIO INPUT SWITCH. 32% discount from $14.99, net price of $10.19. Available on the following models: CE 9, CE L9.

ACTIVE LOW CUT. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

ACTIVE OUTPUT LIMITER. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

BICROS DELUXE. 32% discount from $139.99, net price of $95.19. Available on the following models: CE 9, CE L9.

BICROS. 32% discount from $89.99, net price of $61.19. Available on the following models: CE 9, CE L9.

CROSSOVE FREQ. CONTROL. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

CANAL RESONANCE RESPONSE II AMPLIFIER. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

CUSTOM POWER TYMPANETTE. 32% discount from $79.99, net price of $54.39. Available on the following model: SA T9.

COMPRESSION SWITCH. 32% discount from $24.99, net price of $16.99. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

DISCOVERY. 32% discount from $49.99, net price of $33.99. Available on the following models: CE H9, SA C9.

DISCOVERY II CANAL RESONANCE RESPONSE. 32% discount from $69.99, net price of $47.59. Available on the following model: CE 9.

DISCOVERY II MULTIMATRIX. 32% discount from $69.99, net price of $47.59. Available on the following models: CE 9, CE L9.

SEQUEL DUAL STAGE COMPRESSION. Net price of $97.99. Available on the following model: SA T9.

SEQUEL FULL DYNAMIC RANGE COMPRESSION. Net price of $97.99. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

FREE FIELD. 32% discount from $59.99, net price of $40.79. Available on the following models: CE 9, CE L9.

KAMP FIXED FLAT RESPONSE. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

GAIN CONTROL. 32% discount from $14.99, net price of $10.19. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

GAIN SWITCH. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

2. HEARING AID OPTIONS/COMPONENTS (cont.):

HIGH DEFINITION II POWER AMPLIFIER. 32% discount from $49.99, net price of $33.99. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

HOLLOW FLEX SHELL. 32% discount from $49.99, net price of $33.99. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

SEQUEL HIGH LEVEL COMPRESSION. Net price of $97.99. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

KAMP 16. 32% discount from $139.99, net price of $95.19. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

KAMP CLASSIC. 32% discount from $119.99, net price of $81.59. Available on the following model: SA T9.

KAMP II. 32% discount from $119.99, net price of $81.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

KAMP (HIGH KNEEPOINT). 32% discount from $119.99, net price of $81.59. Available on the following model: SA T9.

VARIABLE OUTPUT LIMITER. 32% discount from $14.99, net price of $10.19. Available on the following models: CE H9, SA C9, SA S9, CE 9, CE L9.

OUTPUT LIMITING SWITCH. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

MASKER POWER AMPLIFIER. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

MULTI CROS. 32% discount from $99.99, net price of $67.99. Available on the following models: CE 9, CE L9.

SCREW SET VOLUME CONTROL. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

PROBE TUBE VENT. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

POWER CROS. 32% discount from $99.99, net price of $67.99. Available on the following models: CE 9, CE L9.

POWER CROS BONE HEADBAND. 32% discount from $119.99, net price of $81.59. Available on the following models: CE 9, CE L9.

RESONANT PEAK CONTROL (CLH). 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

RECEIVER CROS. 32% discount from $79.99, net price of $54.39. Available on the following models: CE 9, CE L9.

SEQUEL DUAL STAGE COMPRESSION CRR RESPONSE. Net price of $97.99. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

2. HEARING AID OPTIONS/COMPONENTS (cont.):

SOFT FLEX CANAL. 32% discount from $29.99, net price of $20.39. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

SYNERGY HIGH FREQUENCY. Net price of $82.79. Available on the following models: CE 9, CE L9, SA C9, SA S9, SA T9, CE H9.

S AMP II INPUT COMPRESSION CLASS D. 39.5% discount from $89.99, net price of $54.39. Available on the following models: CE 9, CE L9.

S AMP II INPUT COMPRESSION CLASS D. 32% discount from $79.99, net price of $54.39. Available on the following models: CE H9, SA C9, SA S9.

SEPARATE ON-OFF SWITCH. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

SEQUEL DUAL STAGE MULTI MATRIX. Net price of $97.99. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

STARKEY SOFT COTE. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

STARCOIL WITH SWITCH (POWER COIL). 32% discount from $24.99, net price of $16.99. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

SYNERGY II (2 CHANNEL CLASS D LEVEL/DEPENDENT WDRC). 32% discount from $169.99, net price of $115.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

SYNERGY TILL (CLASS D LEVEL/DEPENDENT WDRC). 32% discount from $119.99, net price of $81.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

SYNERGY TILL TYMPANETTE (CLASS D LEVEL/DEPENDENT WDRC). 32% discount from $99.99, net price of $67.99. Available on the following model: SA T9.

CLASS D COMPRESSION. 32% discount from $49.99, net price of $33.99. Available on the following model: SA S9.

THRESHOLD KNEEPOINT POT. 32% discount form $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

TINNITUS MASKER. Net price of $48.29. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

TINNITUS MASKER/COMPRESSION HEARING AID. Net price of $48.29. Available on the following models: CE 9, CE L9.

TINNITUS MASKER/LINEAR HEARING AID. Net price of $82.45. Available on the following models: CE 9, CE L9.

TYMPANETTE COMPRESSION CLASS D. 32% discount from $49.99, net price of $33.99. Available on the following model: SA T9.

ACTIVE LOW CUT POT/SWITCH. 32% discount from $49.99, net price of $33.99. Available on the following models: CE 9, CE L9, CE H9, SA C9.

2. HEARING AID OPTIONS/COMPONENTS (cont.):

ACTIVE LOW CUT SWITCH. 32% discount from $24.99, net price of $16.99. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

HYPOALLERGENIC ULTRA SHELL. 32% discount from $14.99, net price of $10.19. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9, SA T9.

USER TUNEABLE MASK FILTER. 32% discount from $49.99, net price of $33.99. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

VARIABLE COMPRESSION CONTROL (KAMP). 32% discount from $14.99, net price of $10.19. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

VARIABLE HIGH CUT. 32% discount from $14.99, net price of $10.19. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

VARIABLE LOW CUT. 32% discount from $19.99, net price of $10.19. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

HIGH CUT SWITCH. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

CROS. 32% discount from $79.99, net price of $54.39. Available on the following models: CE 9, CE L9.

FEEDBACK REDUCTION CIRCUIT. 32% discount from $19.99, net price of $13.59. Available on the following models: CE 9, CE L9, CE H9, SA C9, SA S9.

CLASS D AMPLIFIER. 100% discount from $39.99, net price of N/C.

DISCOVERY. 100% discount from $49.99, net price of N/C on models CE L9, SA S9.

CROSSOVER FREQUENCY. 100% discount from $19.00, net price of N/C on model SA T9.

SCREW SET VOLUME CONTROL. 100% discount from $19.99, net price of N/C on model SA T9.

C. Prompt Payment Terms: NET 30 days.

D. Delivery: F.O.B Destination.

E. Time of Delivery: Within 10 days after receipt of order.

F. Warranty: Guarantees the hearing aid, components, and accessories against defective material, workmanship, and performance of a period of two (2) years from date of issuance to beneficiary. Agrees to replace, without cost to the Government, an instrument for reasons of loss once during the two (2) year period.

G. Industrial Funding Fee (IFF):

1. Contractor shall pay the Department of Veterans Affairs (VA) an Industrial Funding Fee (IFF) at the end of each month. The IFF shall be remitted at the same time the Contractor's Report of Sales, is submitted under clause Contractor's Report of Sale. The IFF equals **7.5%** of net sales reported on the form. The IFF reimburses VA for the costs of contract administration. The IFF will be an additional price and reflected as a separate line item charged to ordering activities. Orders placed by the VA DDC will NOT be charged the IFF on their orders. This fee will only be charged to all other users, **except DDC**, that utilize this contract for pricing terms.

2. The IFF amount due shall be paid by check to the Department of Veterans Affairs. Where multiple Agencies are involved, the IFFs may be consolidated into one check. To ensure that the payment is credited properly, the Contractor should identify the check as an "Industrial Funding Fee" and include the following information: contract number(s); report amount(s); and report period(s). The IFF payment and Contractor's Report of Sales should be forwarded to the following address:

Fiscal Division (905B)
Denver Distribution Center
PO Box 25166
Denver, CO 80225-0166

3. If the full amount of the IFF is not paid within 30 calendar days after the end of the applicable reporting period, it shall constitute a contract debt to the United States under the terms of FAR 32.6. The Government may exercise all rights under the Debt Collection Act of 1982, including withholding or setting off payments and interest on the debt (see FAR 52.232-17, Interest).

4. Failure to submit sales reports, falsification of sales reports, and/or failure to pay the IFF in a timely manner may result in termination or cancellation of this contract. Willful failure or refusal to furnish the required reports, falsification of sales reports, or failure to make timely payment of the IFF constitutes a cause of terminating the Contract under FAR 52.212-4(m), Termination for Cause.

H. Contractor's Report of Sales:

1. Contractors shall furnish each month the dollar value (rounded to the nearest whole dollar) of all sales less returns under the contract during the preceding one month period.

2. The report is due in the office specified below 30 days following the completion of the reporting period. A report is required even when no sales occur during the reporting period. Sales for orders that extend beyond the contract period will be reported within 30 days of final delivery.

3. The Government reserves the right to inspect without further notice, such records of the Contractor as pertain to sales under any contract resulting from this solicitation. Willful failure or refusal to furnish the required reports, or falsification thereof, shall constitute sufficient cause for terminating the contract for default under FAR 52.212-4(m), Termination for Cause.

H. Contractor's Report of Sales (cont.):

4. The report and Industrial Funding Fee payment shall be forwarded to the following address:

Fiscal Division (905B)
Denver Distribution Center
PO Box 25166
Denver, CO 80225-0166

I. Electronic Data Interchange (EDI) Ordering: Contractor advised that the Denver Distribution Center is expanding use of electronic communications to exchange business documents.

J. Aggregate Discount: An additional discount of **1%** is offered to the Government which will be applied to the actual aggregated sales for all items under each year of this contract which exceed the base figure of **$13,000,000**.

01/15/98 15:13 FAX 61?8286974 STARKEY GOVNT 001

World Headquarters
6700 Washington Ave. So.
Eden Prairie, MN
USA 55344-3476

P.O. Box 9457
Minneapolis, MN
USA 55440-9457

STARKEY
Laboratories, Inc.

January 15, 1998

Gail Hixon
Contracting
VA Denver Distribution Center
PO Box 25166
Denver, CO 80225-0166

Ms. Hixon;

The attached copies of price and discount information for Starkey Hearing Aids and Options represent our best and final offer on Solicitation 791-01-98.

Thank you very much for your consideration.

R. L. Handberg

Solicitation: **STARKEY LABS** 1/15/98

RFP 791-01-98 BEST AND FINAL OFFER

MODELS		BATTERY SIZE	PRICE LIST	VA NET	DISC
CE 9		13,312	$179.99	$125.00	-30.6%
OII			$79.99	$0.00	100.0%
2ND YEAR WARRANTY			$34.99	$25.49	-27.2%
	TOTAL		$294.97	$150.49	-49.0%
CE H9		312	$179.99	$125.00	-30.6%
HALF CONCHA			$79.99	$48.49	-39.4%
OII			$79.99	$0.00	-100.0%
2ND YEAR WARRANTY			$34.99	$25.49	-27.2%
	TOTAL		$374.96	$198.98	-46.9%
CE L9		13,312	$179.99	$125.00	-30.6%
LOW PROFILE			$19.99	$13.00	-35.0%
OII			$79.99	$0.00	-100.0%
2ND YEAR WARRANTY			$34.99	$25.49	-27.2%
	TOTAL		$314.96	$163.49	-48.1%
CE L9		13,312	$179.99	$125.00	-30.6%
LOW PROFILE			$19.99	$13.00	-35.0%
DCR (HIGH FREQ)			$69.99	$0.00	-100.0%
2ND YEAR WARRANTY			$34.99	$25.49	-27.2%
	TOTAL		$304.96	$163.49	-46.4%
SA C9 (CANAL)		312,10	$319.99	$207.00	-35.3%
OII			$79.99	$0.00	-100.0%
2ND YEAR WARRANTY			$34.99	$25.49	-27.2%
	TOTAL		$434.97	$232.49	-46.6%
SA S9 (SECRET EAR)		312,10	$319.99	$207.00	-35.3%
SECRET EAR			$49.99	$36.00	-28.0%
OII			$79.99	$0.00	-100.0%
2ND YEAR WARRANTY			$34.99	$25.49	-27.2%
	TOTAL		$484.96	$268.49	-44.6%
SA T9 (CIC)		10,5	$849.00	$324.50	-61.8%
2ND YEAR WARRANTY			$34.99	$25.49	-27.2%
	TOTAL		$883.99	$349.99	-60.4%

SEQUEL OPTION (ALL AIDS)	$98.99

PAYMENT TERMS NET 30 DAYS

F.O.B. POINT DESTINATION

BEST AND FINAL OFFER **STARKEY LABS** 1/15/98

CE 9 & CE L9

TYPE	DESCRIPTION	PRICELIST	VA PRICE	DISC% VA NET	
AGP	Sequel Adaptive Gain Processor		97.99	VA NET	
AHC	Active High Cut	19.99	13.59	32%	
AI	Direct Audio Input	39.99	27.19	32%	
AIS	Audio Input Switch	14.99	10.19	32%	
ALC	Active Low Cut	19.99	13.59	32%	
AOP	Active Output Limiter	19.99	13.59	32%	
BDX	BiCros Deluxe	139.99	95.19	32%	
BX	BiCros	89.99	61.19	32%	
CCT	Circuit Anti-Moisture Coat	N/C	N/C	N/A	
CF	Crossover Freq. Control	19.99	13.59	32%	
CLD	Class D amplifier	N/C	N/C	N/A	
CRR	Canal Resonance Response II Amplifier	19.99	13.59	32%	
CRT	Compression Ratio Trimmer	N/C	N/C	N/A	
~~CSM~~	~~Custom Sequel Multi Memory Programmable~~		~~166.99~~	~~VA NET~~	NOT YET
~~CSP~~	~~Custom Sequel Programmable~~		~~147.37~~	~~VA NET~~	- NOT YET
CSW	Compression Switch	24.99	16.99	32%	
~~DCR~~	~~Discovery II Canal Resonance Response~~	~~69.99~~	~~47.59~~	~~32%~~	N/C- Figured into aid
DF	Dull Finish	N/C	N/C	N/A	
DMM	Discovery II Multimatrix Response	69.99	47.59	32%	
FDR	Sequel Full Dynamic Range Compression		97.99	VA NET	
FF	Free Field	59.99	40.79	32%	
FFR	K Amp Fixed Flat Response	19.99	13.59	32%	
FRC	Feedback Reduction Circuit	19.99	13.59	32%	
GH	High Channel Gain Sy2	N/C	N/C	N/A	
GL	Low Channel Gain Sy2	N/C	N/C	N/A	
GP	Gain Control	14.99	10.19	32%	
GSW	Gain Switch	19.99	13.59	32%	
HDC	High Definition II Power Amplifier	49.99	33.99	32%	
HFS	Hollow Flex Shell	49.99	33.99	32%	
HLC	Sequel High Level Compression		97.99	VA NET	
HLK	Helix Lock	N/C	N/C	N/A	
HO	Full Helix	N/C	N/C	N/A	
K16	K Amp 16	139.99	95.19	32%	
~~KAP~~	~~K Amp Programmable~~		~~284.29~~	~~VA NET~~	NOT YET
KII	K Amp II	119.99	81.59	32%	
~~KMP~~	~~K Amp Multi Memory Programmable~~		~~318.78~~	~~VA NET~~	NOT YET
LFM	Low Freq Masker	N/C	N/C	N/A	
LP	~~Limit Pot~~ Variable Output Limiter	14.99	10.19	32%	
LSW	Output Limiting Switch	19.99	13.59	32%	
MPA	Masker Power Amplifier	19.99	13.59	32%	
MX	Multi Cros	99.99	67.99	32%	
OW	Screw Set Volume Control	19.99	13.59	32%	
PV	Probe Tube Vent	19.99	13.59	32%	
PX	Power Cros	99.99	67.99	32%	
PXV	Power Cros Bone Headband	119.99	81.59	32%	
RPC	Resonant Peak Control (CLH)	19.99	13.59	32%	
RX	Receiver Cros	79.99	54.39	32%	
SEQ	Sequel Dual Stage Compression CRR Response		97.99	VA NET	

BEST AND FINAL OFFER STARKEY LABS 1/15/98

CE 9 & CE L9

TYPE	DESCRIPTION	PRICELIST	VA PRICE	DISC%
SFC	Soft Flex Canal	29.99	20.39	32%
SHF	Synergy High Frequency		82.79	VA NET
SII	S Amp II Input Compression Class D	89.99	61.19	32%
~~SMG~~	~~Sequel Multi Channel/Multi Memory Programmable~~		~~304.99~~	~~VA NET~~ NOT YET
~~SMM~~	~~Sequel Multi Maxtrix~~		~~97.99~~	~~VA NET~~
SOF	Separate On-Off Switch	19.99	13.59	32%
SSL	Starkey Soft Cote	19.99	13.59	32%
STC	Starcoil With Switch (Power Coil)	24.99	16.99	32%
SY2	Synergy II (2 Channel Class D Level/Dependent WDRC)	169.99	115.59	32%
SYN	Synergy TII (Class D Level/Dependent WDRC)	119.99	81.59	32%
TK	Threshold Kneepoint Pot	19.99	13.59	32%
TM	Tinnitus Masker		48.29	VA NET
TMC	Tinnitus Masker/Compression Hearing Aid		48.29	VA NET
TML	Tinnitus Masker/Linear Hearing Aid		82.45	VA NET
TPD	Active Low Cut Pot/Switch	49.99	33.99	32%
TPS	Active Low Cut Switch	24.99	16.99	32%
~~TRY~~	~~Sequel Multi Channel Programmable~~		~~235.99~~	~~VA NET~~ NOT YET
USP	Hypoallergenic Ultra Shell	14.99	10.19	32%
UTM	User Tuneable Mask Filter	49.99	33.99	32%
VCP	Variable Compression control (K Amp)	14.99	10.19	32%
VHC	Variable High Cut	14.99	10.19	32%
VLC	Variable Low Cut	14.99	10.19	32%
VSW	High Cut Switch	19.99	13.59	32%
X	Cros	79.99	54.39	32%
	Iros Venting	N/C	N/C	N/A

BEST AND FINAL OFFER **STARKEY LABS** 1/15/98

CE H9

TYPE	DESCRIPTION	PRICELIST	VA PRICE	DISC%	
AGP	Sequel Adaptive Gain Processor		97.99	VA NET	
AHC	Active High Cut	19.99	13.59	32%	
ALC	Active Low Cut	19.99	13.59	32%	
AOP	Active Output Limiter	19.99	13.59	32%	
CCT	Circuit Anti-Moisture Coat	N/C	N/C	N/A	
CF	Crossover Freq. Control	19.99	13.59	32%	
CNL	Canal Lock	N/C	N/C	N/A	
CRR	Canal Resonance Response II Amplifier	19.99	13.59	32%	
CRT	Compression Ratio Trimmer	N/C	N/C	N/A	
~~CSM~~	~~Custom Sequel Multi Memory Programmable~~		~~166.99~~	~~VA NET~~	NOT YET
~~CSP~~	~~Custom Sequel Programmable~~		~~147.37~~	~~VA NET~~	
CSW	Compression Switch	24.99	16.99	32%	
DF	Dull Finish	N/C	N/C	N/A	
DSC	Discovery	49.99	33.99	32%	
FDR	Sequel Full Dynamic Range Compression		97.99	VA NET	
FFR	K Amp Fixed Flat Response	19.99	13.59	32%	
FRC	Feedback Reduction Circuit	19.99	13.59	32%	
GH	High Channel Gain Sy2	N/C	N/C	N/A	
GL	Low Channel Gain Sy2	N/C	N/C	N/A	
GP	Gain Control	14.99	10.19	32%	
GSW	Gain Switch	19.99	13.59	32%	
HDC	High Definition II Power Amplifier	49.99	33.99	32%	
HFS	Hollow Flex Shell	49.99	33.99	32%	
HLC	Sequel High Level Compression		97.99	VA NET	
K16	K Amp 16	139.99	95.19	32%	
~~KAP~~	~~K Amp Programmable~~		~~284.29~~	~~VA NET~~	NOT YET
KII	K Amp II	119.99	81.59	32%	
~~KMP~~	~~K Amp Multi Memory Programmable~~		~~316.78~~	~~VA NET~~	NOT YET
LFM	Low Freq Masker	N/C	N/C	N/A	
LP	Variable Output Limiter	14.99	10.19	32%	
LSW	Output Limiting Switch	19.99	13.59	32%	
MPA	Masker Power Amplifier	19.99	13.59	32%	
OW	Screw Set Volume Control	19.99	13.59	32%	
PV	Probe Tube Vent	19.99	13.59	32%	
RPC	Resonant Peak Control (CLH)	19.99	13.59	32%	
SEQ	Sequel Dual Stage Compression CRR Response		97.99	VA NET	
SFC	Soft Flex Canal	29.99	20.39	32%	
SHF	Synergy High Frequency		82.79	VA NET	
SII	S Amp II Input Compression Class D	79.99	54.39	32%	
~~SMC~~	~~Sequel Multi Channel/Multi Memory Programmable~~		~~304.99~~	~~VA NET~~	NOT YET
~~SMM~~	~~Sequel Multi Maxtrix~~		~~97.99~~	~~VA NET~~	
SOF	Separate On-Off Switch	19.99	13.59	32%	
SSL	Starkey Soft Cote	19.99	13.59	32%	
STC	Starcoil With Switch (Power Coil)	24.99	16.99	32%	
SY2	Synergy II (2 Channel Class D Level/Dependent WDR	159.99	115.59	32%	
SYN	Synergy TIII (Class D Level/Dependent WDRC)	119.99	81.59	32%	
TK	Threshold Kneepoint Pot	19.99	13.59	32%	
TM	Tinnitus Masker		48.29	VA NET	

BEST AND FINAL OFFER STARKEY LABS 1/15/98

CE H9

TYPE	DESCRIPTION	PRICELIST	VA PRICE	DISC%
TPD	Active Low Cut Pot/Switch	49.99	33.99	32%
TPS	Active Low Cut Switch	24.99	16.99	32%
~~TRY~~	~~Sequel Multi Channel Programmable~~		~~235.99~~	~~VA NET~~ NOT YET
USP	Hypoallergenic Ultra Shell	14.99	10.19	32%
UTM	User Tuneable Mask Filter	49.99	33.99	32%
VCP	Variable Compression control (K Amp)	14.99	10.19	32%
VHC	Variable High Cut	14.99	10.19	32%
VLC	Variable Low Cut	14.99	10.19	32%
VSW	High Cut Switch	19.99	13.59	32%
	Iros Venting	N/C	N/C	N/A

BEST AND FINAL OFFER **STARKEY LABS** 1/15/98

SA C9 / SA S9

TYPE	DESCRIPTION	PRICELIST	VA PRICE	DISC%	
AGP	Sequel Adaptive Gain Processor		97.99	VA NET	
AHC	Active High Cut	19.99	13.59	32%	
ALC	Active Low Cut	19.99	13.59	32%	
AOP	Active Output Limiter	19.99	13.59	32%	
CCT	Circuit Anti-Moisture Coat	N/C	N/C	N/A	
CF	Crossover Freq. Control	19.99	13.59	32%	
CNL	Canal Lock	N/C	N/C	N/A	
CRR	Canal Resonance Response II Amplifier	19.99	13.58	32%	
CRT	Compression Ratio Trimmer	N/C	N/C	N/A	
~~CSM~~	~~Custom Sequel Multi Memory Programmable~~		~~166.99~~	~~VA NET~~	NOT YET
~~CSP~~	~~Custom Sequel Programmable~~		~~147.37~~	~~VA NET~~	
CSW	Compression Switch	24.99	16.99	32%	
DF	Dull Finish	N/C	N/C	N/A	
DSC	Discovery (Available on SA C9)	49.99	33.99	32%	
DSE	Discovery (Available on SA S9)	N/C	N/C	N/A	
FDR	Sequel Full Dynamic Range Compression		97.99	VA NET	
FFR	K Amp Fixed Flat Response	19.99	13.59	32%	
FRC	Feedback Reduction Circuit	19.99	13.59	32%	
GH	High Channel Gain Sy2	N/C	N/C	N/A	
GL	Low Channel Gain Sy2	N/C	N/C	N/A	
GP	Gain Control	14.99	10.19	32%	
GSW	Gain Switch	19.99	13.59	32%	
HDC	High Definition II Power Amplifier	49.99	33.99	32%	
HFS	Hollow Flex Shell	49.99	33.99	32%	
HLC	Sequel High Level Compression		97.99	VA NET	
K16	K Amp 16	139.99	95.19	32%	
~~KAP~~	~~K Amp Programmable~~		~~264.29~~	~~VA NET~~	NOT YET
KII	K Amp II	119.99	81.59	32%	
~~KMP~~	~~K Amp Multi Memory Programmable~~		~~316.78~~	~~VA NET~~	NOT YET
LFM	Low Freq Masker	N/C	N/C	N/A	
LP	Variable Output Limiter	14.99	10.19	32%	
LSW	Output Limiting Switch	19.99	13.59	32%	
MPA	Masker Power Amplifier	19.99	13.59	32%	
OW	Screw Set Volume Control	19.99	13.58	32%	
PV	Probe Tube Vent	19.99	13.59	32%	
RPC	Resonant Peak Control (CLH)	19.99	13.59	32%	
SEQ	Sequel Dual Stage Compression CRR Response		97.99	VA NET	
SFC	Soft Flex Canal	29.99	20.39	32%	
SHF	Synergy High Frequency		82.79	VA NET	
SII	S Amp II Input Compression Class D	79.99	54.39	32%	
~~SMC~~	~~Sequel Multi Channel/Multi Memory Programmable~~		~~304.99~~	~~VA NET~~	NOT YET
~~SMM~~	~~Sequel Multi Matrix~~		~~97.99~~	~~VA NET~~	
SOF	Separate On-Off Switch	19.99	13.59	32%	
SSL	Starkey Soft Coto	19.99	13.59	32%	
STC	Starcoil With Switch (Power Coil)	24.99	16.99	32%	
SY2	Synergy II (2 Channel Class D Level/Dependent WDR	169.99	115.59	32%	
SYN	Synergy Tilt (Class D Level/Dependent WDRC)	119.99	81.59	32%	
TCD	Class D Compression (Available on SA S9)	49.99	33.99	32%	

BEST AND FINAL OFFER **STARKEY LABS** 1/15/98

SA C9 / SA S9

TYPE	DESCRIPTION	PRICELIST	VA PRICE	DISC%	
TK	Threshold Kneepoint Pot	19.99	13.59	32%	
TM	Tinnitus Masker		48.29	VA NET	
TPD	Active Low Cut Pot/Switch (Available on SA C9)	49.99	33.99	32%	
TPS	Active Low Cut Switch	24.99	16.99	32%	
~~TRY~~	~~Sequel Multi Channel Programmable~~		~~235.99~~	~~VA NET~~	not yet
USP	Hypoallergenic Ultra Shell	14.99	10.19	32%	
UTM	User Tuneable Mask Filter	49.99	33.99	32%	
VCP	Variable Compression control (K Amp)	14.99	10.19	32%	
VHC	Variable High Cut	14.99	10.19	32%	
VLC	Variable Low Cut	14.99	10.19	32%	
VSW	High Cut Switch	19.99	13.59	32%	
	Iros Venting	N/C	N/C	N/A	

BEST AND FINAL OFFER

STARKEY LABS

1/15/98

SA T9

TYPE	DESCRIPTION	PRICELIST	VA PRICE	DISC%
AGP	Sequel Adaptive Gain Processor		97.99	VA NET
CF	Crossover Frequency	N/C	N/C	N/A
CCT	Circuit Anti-Moisture Coat	N/C	N/C	N/A
CPT	Custom Power Tympanette	79.99	54.39	32%
~~CSM~~	~~Custom Sequel Multi Memory Programmable~~		~~166.99~~	~~VA NET~~ NOT YET
~~CSP~~	~~Custom Sequel Programmable~~		~~147.37~~	~~VA NET~~
DF	Dull Finish	N/C	N/C	N/A
DST	Sequel Dual Stage Compression		97.99	VA NET
FDR	Sequel Full Dynamic Range Compression		97.99	VA NET
HFS	Hollow Flex Shell	49.99	33.99	32%
K16	K Amp 16	139.99	~~139.99~~ 95.19	~~VA NET~~ 32%
KAC	K Amp Classic	119.99	81.59	32%
~~KAF~~	~~K Amp Programmable~~		~~284.29~~	~~VA NET~~ NOT YET
KAT	K Amp (High Kneepoint)	119.99	81.59	32%
~~KMP~~	~~K Amp Multi Memory Programmable~~		~~318.78~~	~~VA NET~~ NOT YET
PV	Probe Tube Vent	19.99	13.59	32%
SFC	Soft Flex Canal	29.99	20.39	32%
SHF	Synergy High Frequency		82.79	VA NET
~~SMC~~	~~Sequel Multi Channel/Multi Memory Programmable~~		~~304.99~~	~~VA NET~~ NOT YET
~~SMM~~	~~Sequel Multi Matrix~~		~~97.99~~	~~VA NET~~
SSL	Starkey Soft Cote	19.99	13.59	32%
STG	Tympanette Class D	N/C	N/C	N/A
SVC	Screw Set Volume Control	N/C	N/C	N/A
SY2	Synergy II (2 Channel Class D Level/Dependent WDRC)	169.99	115.59	32%
SYT	Synergy TIII Tympanette (Class D Level/Dependent WDRC)	99.99	67.99	32%
TCD	Tympanette Compression Class D	49.99	33.99	32%
TFR	Tympanette Feedback Reduction	N/C	N/C	N/A
~~TRY~~	~~Sequel Multi Channel Programmable~~		~~235.99~~	~~VA NET~~ NOT YET
TVC	Tymp Volume Control	N/C	N/C	N/A
USP	Hypoallergenic Ultra Shell	14.99	10.19	32%

Starkey Labs

Phone: (612) 828-9108
Fax (612) 828-6974

Fax

To: GAIL HIXON
From: Dick Handberg

Fax:
Pages:

Phone:
Date:

Re:
CC:

☐ Urgent ☐ For Review ☐ Please Comment ☐ Please Reply ☐ Please Recycle

• Comments:

SEE HAND WRITTEN NOTES

Dick

Disc II Ciric Response DCR CE9, CEL9 47.59 32% 69.99

OPTIONS	DDC CODE	MODELS AVAILABLE	CONTRACT PRICE	DISCOUNT %	COMMERICAL PRICELIST			
SEQUEL ADAPTIVE GAIN PROCESSOR	AGP	CE 9, CE L9, CE H9, SA C9, SA S9, SA T9	$97.99	n/a	NET			
ACTIVE HIGH CUT	AHC	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			
DIRECT AUDIO INPUT	DAI	CE 9, CE L9	$27.19	32.0%	$39.99			
AUDIO INPUT SWITCH	AIS	CE 9, CE L9	$10.19	32.0%	$14.99			
ACTIVE LOW CUT	ALC	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			
ACTIVE OUTPUT LIMITER	ALP	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			
BICROS DELUXE	DBICROS	CE 9, CE L9	$95.19	32.0%	$139.99			
BICROS	BICROS	CE 9, CE L9	$61.19	32.0%	$89.99			
CROSSOVER FREQ. CONTROL	CF	CE 9, CE L9, CE H9, SA C9, SA S9 (SAT9)	$13.59	32.0%	$19.99			
CANAL RESONANCE RESPONSE II AMPLIFIER	CRR	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			
CUSTOM POWER TYMPANETTE	CPT	SA T9	$54.39	32.0%	$79.99			
COMPRESSION SWITCH	CS	CE 9, CE L9, CE H9, SA C9, SA S9	$16.99	32.0%	$24.99			
DISCOVERY	DSC	CE H9, SA C9	$33.99	32.0%	$49.99			
DISCOVERY II MULTIMATRIX RESPONSE	DMM	CE 9, CE L9	$47.59	32.0%	$69.99			
SEQUEL DUAL STAGE COMPRESSION	SEQ	SA T9	$97.99	n/a	NET			
SEQUEL FULL DYNAMIC RANGE COMPRESSION	FDR	CE 9, CE L9, CE H9, SA C9, SA S9, SA T9	$97.99	n/a	NET			
FREE FIELD	FF	CE 9, CE L9	$40.79	32.0%	$59.99			
KAMP FIXED FLAT RESPONSE	FFR	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			
GAIN CONTROL	GAIN	CE 9, CE L9, CE H9, SA C9, SA S9	$10.19	32.0%	$14.99			
IN SWITCH	GS	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			
GH DEFINITION II POWER PLIFIER	HDC	CE 9, CE L9, CE H9, SA C9, SA S9	$33.99	32.0%	$49.99			

SMM Sequel Dual Stage Multi Matrix CE9 CEL9 CEH9 SAC9 SAS9 SAT9 97.99 N/A Net

Starkey Labs 1/16/98

Plf FOIA Resp 000733

HOLLOW FLEX SHELL	HFS	CE 9, CE L9, CE H9, SA C9, SA S9, SA T9	$33.59	32.0%	$49.99			
SEQUEL HIGH LEVEL COMPRESSION	HLC	CE 9, CE L9, CE H9, SA C9, SA S9	$97.99	n/a	NET			
KAMP 16	K16	CE 9, CE L9, CE H9, SA C9, SA S9, SA T9	$95.19	32.0%	$139.99			
KAMP CLASSIC	KAC	SA T9	$81.59	32.0%	$119.99			
KAMP II	KII	CE 9, CE L9, CE H9, SA C9, SA S9	$81.59	32.0%	$119.99			
KAMP (HIGH KNEEPOINT)	KA~	SA T9	$81.59	32.0%	$119.99			
VARIABLE OUTPUT LIMITER	LP	CE H9, SA S9, SA C9, CE 9, CE L9	$10.19	32.0%	$14.99			
OUTPUT LIMITING SWITCH	LPS	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			
MASKER POWER AMPLIFIER	MPA	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			
MULTI CROS	MCROS	CE 9, CE L9	$67.99	32.0%	$99.99			
SCREW SET VOLUME CONTROL	SSCV	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			
PROBE TUBE VENT	PV	CE 9, CE L9, CE H9, SA C9, SA S9, SA T9	$13.59	32.0%	$19.99			
POWER CROS	PX	CE 9, CE L9	$67.99	32.0%	$99.99			
POWER CROS BONE HEADBAND	PCROS/BO	CE 9, CE L9	$81.59	32.0%	$119.99			
RESONANT PEAK CONTROL (CLH)	RPC	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			
RECEIVER CROS	RX	CE 9, CE L9	$54.39	32.0%	$79.99			
SEQUEL DUAL STAGE COMPRESSION CRR RESPONSE	SEQ	CE 9, CE L9, CE H9, SA C9, SA S9	$97.99	n/a	NET			
SOFT FLEX CANAL	SFC	CE 9, CE L9, CE H9, SA C9, SA S9, SA T9	$20.39	32.0%	$29.99			
SYNERGY HIGH FREQUENCY	SHF	CE 9, CE L9, SA C9, SA S9, SA T9, CE H9	$82.79	N/A	NET			
S AMP II INPUT COMPRESSION CLASS D	SII	CE 9, CE L9	$54.39	38.6%	$89.99			
S AMP II INPUT COMPRESSION CLASS D	SII	CE H9, SA C9, SA S9 SAC9	$54.39	32.0%	$79.99			

Starkey Labs

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SEPARATE ON-OFF SWITCH	SOF	~~CE 0, CE L9, CE H9, SA C9, SA S9~~	$13.59	32.0%	~~$19.99~~			
STARKEY SOFT COTE	SSF	~~CE 0, CE L9, CE H9, SA C9, SA S9, SA T9~~	$13.59	32.0%	~~$19.99~~			
STARCOIL WITH SWITCH (POWER COIL)	STC	~~CE 0, CE L9, CE H9, SA C9, SA S9~~	$16.99	32.0%	~~$24.99~~			
SYNERGY II (2 CHANNEL CLASS D LEVEL/DEPENDENT WDRC)	SY2	~~CE 0, CE L0, CE H9, SA C9, SA S9, SA T9~~	$115.59	32.0%	~~$169.99~~			
SYNERGY TILL (CLASS D LEVEL/DEPENDENT WDRC)	SYN	~~CE 0, CE L9, CE H9, SA C9, SA S9~~	$81.59	32.0%	~~$119.99~~			
SYNERGY TILL TYMPANETTE (CLASS D LEVEL/DEPENDENT WDRC	SYT	~~SA T9~~	$67.89	32.0%	~~$99.99~~			
CLASS D COMPRESSION	TCD	~~SA S9~~	$33.99	32.0%	~~$49.99~~			
THRESHOLD/KNEEPOINT POT	TK POT	~~CE 0, CE L9, CE H9, SA C9, SA S9~~	$13.59	32.0%	~~$19.99~~			
TINNITUS MASKER	TM	~~CE 0, CE L9, CE H9, SA C9, SA S9~~	~~$40.29~~	N/A	NET			
TINNITUS MASKER/COMPRESSION HEARING AID	TMC	~~CE 0, CE L9~~	~~$48.29~~	N/A	NET			
TINNITUS MASKER/LINEAR HEARING AID	TML	~~CE 0, CE L9~~	~~$62.46~~	N/A	NET			
TYMPANETTE COMPRESSION CLASS D	TCD	~~SA T9~~	$33.99	32.0%	~~$49.99~~			
ACTIVE LOW CUT POT/SWITCH	TPD	~~CE 0, CE L0, CE H9, SA C9~~	$33.99	32.0%	~~$49.99~~			
ACTIVE LOW CUT SWITCH	TPS	~~CE 0, CE L0, CE H0, SA C0, SA S9~~	$16.99	32.0%	~~$24.99~~			
HYPOALLERGENIC ULTRA SHELL	USP	~~CE 0, CE L9, CE H9, SA C9, SA S9, SA T9~~	$10.19	32.0%	~~$14.99~~			
USER TUNEABLE MASK FILTER	UTM	~~CE 0, CE L9, CE H9, SA C9, SA S9~~	$33.99	32.0%	~~$49.99~~			

VARIABLE COMPRESSION CONTROL (KAMP)	VCP	CE 9, CE L9, CE H9, SA C9, SA S9	$10.'9	32.0%	$14.99			
VARIABLE HIGH CUT	VHC	CE 9, CE L9, CE H9, SA C9, SA S9	$10.19	32.0%	$14.99			
VARIABLE LOW CUT	VLC	CE 9, CE L9, CE H9, SA C9, SA S9	$10.19	32.0%	$18.99			
HIGH CUT SWITCH	HFS	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			
CROS	CROS	CE 9, CE L9	$54.39	32.0%	$79.99			
FEEDBACK REDUCTION CIRCUIT	FRC	CE 9, CE L9, CE H9, SA C9, SA S9	$13.59	32.0%	$19.99			

OPTION	MODELS AVAILABLE	CONTRACT PRICE	DISCOUNT
CIRCUITE ANTI-MOSITURE COAT	CE 9, CE L9, CE H9, SA C9, SA S9, SA T9	N/C	N/C
CANAL LOCK	CE H9, SA C9, SA S9	N/C	N/C
CLASS D AMPLIFIER	CE 9, CE L9	N/C	$39.99 (100%)
COMPRESSION RATIO TRIMMER	CE 9, CE L9, CE H9, SA C9, SA S9	N/C	N/C
DULL FINISH	CE 9, CE L9, CE H9, SA C9, SA S9, SA T9	N/C	N/C
DISCOVERY	SA S9	N/C	$49.99 (100%)
HIGH CHANNEL GAIN SY2	CE 9, CE L9, CE H9, SA C9, SA S9	N/C	N/C
LOW CHANNEL GAIN SY2	CE 9, CE L9, CE H9, SA C9, SA S9	N/C	N/C
HELIX LOCK	CE 9, CE L9	N/C	N/C
FULL HELIX	CE 9, CE L9	N/C	N/C
LOW FREQ MASKER	CE 9, CE L9, CE H9, SA C9, SA S9	N/C	N/C
IROS VENTING	CE 9, CE L9, CE H9, SA C9, SA S9	N/C	N/C
CROSSOVER FREQUENCY	SA T9	N/C	$19.00 (100%)
TYMPANETTE CLASS D	SA T9	N/C	N/C
SCREW SET VOLUME CONTROL	SA T9	N/C	$19.99 (100%)
TYMPANETTE FEEDBACK REDUCTION	SA T9	N/C	N/C

→ Tympanette Volume Control SAT9 N/C N/C

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